

MONTHLY BRIEFS

FROM THE SECRETARIAT

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The month of September has been a very busy month. The secretariat has been involved in preparations for the two trade shows which will be held in the month of October. It is also in this month that the two consultancy firms (Fintrac and ACDI/VOCA) engaged the secretariat in their preparatory activities. TAHA is a nationwide organization and still seeks to have members from different regions in the country. This month, TAHA also received new members. Two WSSD projects also made a great step this month.



We would wish to thank all the members for their active contribution in seeing this month end successfully. Indeed without their contribution the secretariat would not have gone this far. We would also like to welcome all the new members who joined TAHA this month. Please feel free to contribute towards making the horticultural sector more competitive.



THIS IS YOUR LOGO.

We would wish to express our sincere thanks to all of you for your contributions in choosing the best logo for the association. As per the choice of a majority of those who responded, we have the logo that will best represent

the association. In this connection, we would also wish to inform you of TAHA's new website which is also incorporated in the Logo. The web design is underway and we are once again appealing to all member companies with company websites to let us know about the sites so that we can link the association's website with the individual company sites.

A VISIT BY AMERICAN STRATEGIC OPERATIONS TEAM (SOT)

On the 25th of September 2007, the American Strategic Operations Team paid a visit to one of our members – Tengeru Flowers. This team comprised of USAID officials and some of USAID's development partners. The aim of the visit was to see some of the new technologies and the progress made by the flower farms over the past few years. The delegation was received by the Chairman of Tengeru Flowers, who is also the chairman of TAHA, Mr. Colman Ngalo. In his welcoming remark, Mr. Ngalo gave a brief introduction of Tengeru Flowers and TAHA in general. He also acknowledged the huge progress which has been made by the horticultural sector so far.

The team was given time to go round the farm viewing the greenhouses and learning about the entire process of flower production. It is only because of time that this team was not able to visit more farms. However, TAHA feels greatly honoured by this visit and we look forward to more visits of this kind in future.

GET TO KNOW NEW TAHA MEMBERS

Watch out every month for this educating bulletin that keeps you informed on what TAHA is doing to make you ever comfortable in the sector!!

The Tanzania Horticultural Association has two categories of members. We have ordinary members who are mainly producers, suppliers, importers and exporters of horticultural input and produce. We also have associate members who include individuals and professionals in various fields interested in the horticultural value chain. We also have small holder associations/groups and various consultancy companies under associate mem-

bership.

In the beginning, TAHA had only 15 members. You will be amazed to hear that currently TAHA is having forty registered members. Some of our new members include, Eco-Agri Consult Ltd, Naturipe Kilimanjaro, J&R Fruits, Tanzania Agro Products, Erez farm, Allure Flowers Ltd, Bayer East Africa Ltd, Wimbo Exports Ltd, MIM Ltd, Development Associates (DASS) Ltd, Dodoma Agro-Products, Hai Mushroom Growers, Enterprise Solutions Tanza-

nia (EST) and a few small growers. We also have a list of companies which have shown great interest in joining our organization and will do it very soon. They include ADF, Ulrich Monyaichi, Dodoma Mushroom Growers, Bitrade and Destiny Africa, not forgetting the many small growers who have visited our premises.

Because of these many changes we intend to send all the members a revised list of TAHA members.

TAHA PROJECTS' UPDATES

1. PESTICIDES PROJECT

As per the last month's updates, the pesticides project has been making a huge progress in the recent past. During the PARTS meeting last month, it was agreed that a follow up meeting would be held at the TAHA offices. This meeting was held on the 1st of September at the TAHA offices and was attended by the projects technical consultant Dr. Masanja, MAFC lawyer Dr. Rutabanzibwa, the assistant director of crop promotion Mr. Kirenga and the TAHA pesticides working group members.

The aim of this meeting was to sort out the recommendations presented at the PARTS meeting into short term issues which would be addressed in the nearest future and long term issues which will be incorporated into the ongoing Plant Protection Act Review which is being carried out by the Ministry of Agriculture, Food Security and Cooperatives. This meeting was successful and its objective was well

achieved.

A second presentation to PARTS was made on the 13th of this month in Dar es Salaam. This was mainly a report on the issues which were sorted out in the September 1st meeting. The PARTS approved this report on condition that the working group:

- Presents a dossier of the required chemicals
- Produce an efficacy or field report showing evidence of use in some of the neighbouring countries
- Proves that the existing chemicals used in the horticultural industry have been faced with built resistance from pests

In this meeting, all the recommendations which had been previously categorised under the long term issues accepted and approved as they are.

A further development in the pesticides project was the meeting held with the NPPAC. In the NPPAC meeting the PARTS recommenda-

tions were presented by the Registrar of Pesticides who is also a member of the project's working group. However he did this in his capacity as the Secretary General to the PARTS. We are glad that this presentation was well received by the NPPAC. They advised the Working Group to present the relevant documents, as per PARTS' recommendations, including the wish list to the next NPPAC meeting for approval.

TAHA and the Working group are therefore working out the modalities of having all the necessary information and documents ready for approval in the next NPPAC meeting. We anticipate to do this with the help of a technical consultant and later on present the document to NPPAC in the shortest time possible.

2. TRAINING PROJECT



The Training Project Consultant Mr. Rogier Verschoor from MDF-ESA, makes a presentation to the Partnership Committee. (Picture from File)

The Preparation of an Industry driven Training Programme for export horticulture in Tanzania is one of the WSSD projects funded by the Dutch government. It is being implemented by MDF-ESA, a training consultancy company with the support of a working group from TAHA. The

Working group is chaired of Mr. Eric Zweig – Tanzania Flowers and other members are Mr. Stephen Pleightzegeer – AVRDC, Mr. G. Nanyaro – LITI-Tengeru, Mr. Tom Silayo – FAIDA MALI, Mr. Kapande – MAFC and Sorendra Bakshi from EASEED– TASTA.

This month the working group met on the 20th at the TAHA offices to discuss the project pro-

gress and its way forward. The project consultant therefore gave a brief progress report to the members. So far the training needs assessment has been done. This assessment has been done on all the horticultural product categories but with an emphasis on those who are involved in horticultural exports.

Complementary to the assessment is an inventory of the training institutions in and outside Tanzania. This has already been prepared by the consultant and the working group had a chance to go through the inventory. They identified some useful training institutions that were not in the inventory. The consultant promised to incorporate the contribution of the working group into the final copy on the inventory. Once the inventory is ready, a list of trainings for immediate needs would be prepared. The working group will also look for an appropriate time to present the progress of the project to the Partnership Committee and other stakeholders probably in the next one month.

THE HUMAN RESOURCE MANAGERS (HRMs) ARE PUT TO TASK

On the 28th of August, a letter was addressed to TAHA members by the Arumeru District Health Officer whose subject was the alarming cases of health complications experienced by employees in the flower farms. In a speedy response TAHA took the initiative of calling all the HRMs to discuss this urgent issue.

The HRMs met on the 8th of September at the TAHA offices. After serious deliberations they agreed to pay the medical officers a visit and discuss the issue with the district medical experts. On the 12th of this month the HRMs met the medical officers at the Tengeru hospital.

To the HRMs, surprise, the intention of the letter was not the alarming health complications as previously indicated in the letter. The medical officers were more concerned with how much revenue the hospital should be getting from these farms. They wondered why the farms are referring their employees to private hospitals for medical attention while the district hospital is also capable of addressing the employees' medical needs. He also explained that the

District Health officer is charged with the responsibility of regularly checking the health status of the employees in the farms.

After a short discussion, the HRMs and the district health officers came to a consensus on various issues. The health officers will be doing a general medical check up on all the employees in the farms. This will be done once or twice a year as per the officers' convenience. Each employee will be required to part with Tsh. 5000 for a complete medical check up, without which he/ she risks being laid off. Medical documents, indicating the check up results, shall be provided to the employees after the medical check up. According to the officers, this is a government health requirement and has very little to be debated on. However, the ward medical officers shall visit the farms to sensitize the employees on this important activity since the HRMs are afraid that from their experience, the employees will not be willing to part with this significant amount of money. This check up should exclusively be an employee – medical officers' arrangement and the farm management should not be liable for any misunderstanding between the two parties. Nevertheless, the management can intervene in any cases of inconvenience caused to the farm by this setup.

The officers also learnt, in this meeting, that some truant employees feign illnesses so that they can be laid off and consequently be awarded extra benefits only to get a job in the neighbouring farm. This has also

been giving the officers the trouble of ferrying blood samples in briefcases to Dar es Salaam where there are government experts on cholesterol tests. In an attempt to end this unbecoming behaviour, it was agreed at the meeting that all cholesterol tests shall be carried out at the ARR health facility here in Arusha because they are the only ones doing these tests in the whole of northern Tanzania. If any employee goes to the district hospital and is diagnosed to be affected by chemicals, he/she shall be referred to the ARR facility in Arusha and the test results shall confidentially be taken to the district health officers. It is the officers who will then furnish the farm in question with a copy of the results. All this arrangement should be done in good faith and with an aim of establishing the

AT LAST FINTRAC AND ACDI/VOCA ARE HERE.

As we informed you earlier on the grant award to Fintrac to address Airfreight challenges, finally Fintrac is here to roll out the project. TAHA received the Fintrac group between the 16th to the 22nd of September. This was a preliminary meeting mainly to plan the project activities and work out the preliminary logistics.

TAHA also took this chance to discuss with Fintrac how best its promotional materials could be designed especially in the preparation of the forthcoming international Horti-Fair. The Fintrac team comprised of Mr. Gregory Kruse, Ms. Mary Duncan and Ms. Kimberly Smith. Mr. Gregory Kruse will be the Airfreight Project Director and will be stationed at the TAHA offices during this project implementation. He will be assisted by a project officer who is yet to be hired.



From left, Mr. Alexander Fernandez, the director of the Small Growers project from ACDI/VOCA and Mr. Gregory Kruse, the director of the Airfreight project from Fintrac.

ACDI/VOCA has also arrived at the TAHA offices to roll out the small growers support project. They will be at the TAHA offices for two or three weeks before they move into their new offices in Arusha. TAHA anticipates to work together with ACDI/VOCA to enable small growers compete in the markets, especially at this time when the Minister for Agriculture, Food Security and Cooperatives has posed a challenge by the ban on vegetable imports.

PREPARATIONS FOR THE INTERNATIONAL TRADE FAIRS

HORTI-FAIR PREPARATIONS

As mentioned in the previous issue, TAHA will be participating for the first time in this year's International Horti-fair which will be held from the 9th to the 12th of October 2007 at the RAI-Amsterdam.

Preparations have been underway and so far TAHA has worked on the promotional materials, participation logistics, booth design and the website design which is part of the promotional activities. We are indeed grateful to Fintrac Inc. who have been very helpful in the preparation

activities

So far, the six participants who have committed themselves to this event are Ms. J. Mkindi - TAHA Secretariat, Ms. Fatma Riyami - Naturipe Ltd, Mr. Patrick Ngwediagi - PBR registrar, Mr. Dinkar Kadu-Kiliflora, Mr. Robert Daniel-Enterprise Solutions Tanzania (EST) and Mr Stanley Dotto - TIC.

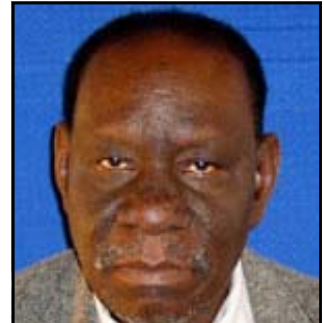
TAHA is appealing to all the horticultural stakeholders in Tanzania who might be in Holland between the 9th and 12th of October to make ef-

forts of reaching the booth so as to market the sector in solidarity with the participants.

We also expect to log onto the experience and expertise of Ms. Kimberly Smith who is widely travelled and experienced on issues concerning agricultural trade fairs.

The Secretariat extends its sincere appreciation to Mr. Nick Stubbs who is also the chairman of the WSSD Promotional project for his endless commitment and support in all these tedious preparatory activities. Indeed it is a very encouraging example.

VEGETABLE IMPORT BAN



Hon. Stephen Masatu Wassira, the Minister for Agriculture, Food Security and Cooperatives.

You might have read about it on the newspapers or heard about it over the media. The Minister for Agriculture, Food Security and Cooperatives, Hon. Stephen Masato Wasira, banned the importation of vegetables in the supermarket chains of Tanzania. This is indeed a blessing to the sector and TAHA takes this opportunity to congratulate the minister for his bold step to support the small scale vegetable producers in the country.

It is also a challenge to the growers to be able to produce to the required quality and quantity standards in the high segment markets. Nevertheless, TAHA is ready to work with the recently recruited 2500 extension officers in building the capacity of small growers for a more efficient participation in the chain. This is a major step in the poverty alleviation campaign, more especially in the rural areas.

It is also an opportunity to those with huge masses of land lying waste to use them for horticultural production now that there is a high demand in the supermarket chains. Once again, we congratulate you Hon. Wasira.

THE JAPAN INTERNATIONAL FLOWER EXPO

In another development TAHA will be representing its member companies in this year's Japan International Flower Expo. Running almost concurrently with the hortifair in Amsterdam, the event will be attended by TAHA's programme officer. Unlike the Horti-fair in Amsterdam,

this is not a new event to TAHA. TAHA participated in this event in the year 2005.

TAHA is participating in this event under the auspices of the Japan External Trade Organization (JETRO). Under TAHA's participation three companies will be sending

their flowers in this show. The companies are Tengeru Flowers, Kiliflora and Arusha Blooms. We expect that this year's outcome will be much greater than the previous years. We commend the members for the efforts they have put so far in these promotional endeavours.

VISIT BY THE DUTCH MISSION

This month TAHA was honoured by a visit by a group of researchers from the Wageningen University in the Netherlands. This is a team sponsored by the Ministry of Agriculture of the Netherlands, researching on the fresh vegetable and fresh fruit value chains of Tanzania, with particular focus on the institutions and institutional arrangements that prevail. This team has done many interviews and is now planning a workshop in Arusha to present the preliminary observations to various players in the industry before reporting the findings to the college. TAHA will be among the invited participants. In their TAHA visit the delegation was



Members of the Dutch mission pose for a photo outside TAHA offices. Third from your right is TAHA's Executive Officer

led by Mr. Thomas Dickson who is the former country director of Technoserve.